

PERIODIC DISCLOSURES
FORM NL-6-COMMISSION SCHEDULE

Name of the Insurer: ICICI Lombard General Insurance Company Limited

Registration No. 115 dated August 03, 2001

Commission [Net]

(₹ '000)

Particulars	Fire	Marine			Miscellaneous													Total
		Marine Cargo	Marine Others	Marine Total	Motor OD	Motor TP	Motor Total	Worksmens' Compensation	Public/Product Liability	Engineering	Aviation	Personal Accident	Health Insurance	Credit Insurance	Crop Insurance	Others	Total Miscellaneous	
		For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	For Q4 2020-21	
Commission paid																		
Direct	340,907	102,185	2,380	104,565	1,754,980	88,208	1,843,188	26,658	13,030	84,028	5,107	73,335	523,920	7,783	(55)	128,819	2,705,813	3,151,285
Add: Commission on re-insurance accepted	11,732	2,618	(587)	2,031	20,255	-	20,255	-	-	8,625	6,540	7	13,548	-	-	2,451	51,426	65,189
Less: Commission on re-insurance ceded	1,044,875	42,206	4,440	46,646	69,386	22,640	92,026	6,115	15,008	215,074	6,398	94,386	489,082	10,642	76	98,276	1,027,083	2,118,604
Net Commission	(692,236)	62,597	(2,647)	59,950	1,705,849	65,568	1,771,417	20,543	(1,978)	(122,421)	5,249	(21,044)	48,386	(2,859)	(131)	32,994	1,730,156	1,097,870

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		For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	For Q4 2019-20	
Commission paid																		
Direct	230,360	97,580	3,065	100,645	1,827,921	80,324	1,908,245	24,325	5,076	64,400	3,718	120,862	707,437	11,840	6	120,106	2,966,015	3,297,020
Add: Commission on re-insurance accepted	13,617	289	1,106	1,395	9,794	-	9,794	-	-	14,105	1,762	14	17,704	-	-	1,439	44,818	59,830
Less: Commission on re-insurance ceded	274,779	12,704	6,163	18,867	251,517	3,548	255,065	1,517	18,561	80,948	1,437	3,414	920,168	16,015	(15,622)	77,832	1,359,335	1,652,981
Net Commission	(30,802)	85,165	(1,992)	83,173	1,586,198	76,776	1,662,974	22,808	(13,485)	(2,443)	4,043	117,462	(195,027)	(4,175)	15,628	43,713	1,651,498	1,703,869

(₹ '000)

Break-up of the expenses (Gross) incurred to procure business as per details below:

	For Q4 2020-21	For Q4 2019-20
Agents	525,814	493,383
Brokers	1,865,973	1,909,654
Corporate agency	507,007	692,660
Motor Insurance Service Providers	146,371	121,739
Point of Sale	99,098	71,322
Insurance Marketing Firm	874	158
Web Aggregator	45	5,785
Micro Insurance Commission	-	-
Common Service Center	6,103	2,319
Referral	-	-
Total	3,151,285	3,297,020

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		FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	FY 2020-21	
Commission paid																		
Direct	1,651,697	389,030	9,022	398,052	6,899,823	323,612	7,223,435	105,132	41,981	326,782	14,834	269,665	2,214,315	36,421	181	551,238	10,783,984	12,833,733
Add: Commission on re-insurance accepted	103,040	17,468	197	17,665	75,083	-	75,083	-	3,398	45,444	11,737	132	117,787	-	-	21,612	275,193	395,898
Less: Commission on re-insurance ceded	2,864,929	86,323	25,140	111,463	937,775	55,981	993,756	23,425	16,537	580,624	14,108	179,568	2,083,417	48,932	7,227	296,305	4,243,899	7,220,291
Net Commission	(1,110,192)	320,175	(15,921)	304,254	6,037,131	267,631	6,304,762	81,707	28,842	(208,398)	12,463	90,229	248,685	(12,511)	(7,046)	276,545	6,815,278	6,009,340

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		FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	FY 2019-20	
Commission paid																		
Direct	839,470	362,889	13,363	376,252	7,020,328	270,548	7,290,876	97,050	25,770	259,431	15,482	482,853	2,580,632	43,134	(1,793)	457,418	11,250,853	12,466,575
Add: Commission on re-insurance accepted	76,098	22,149	1,999	24,148	35,007	-	35,007	-	-	59,454	8,132	2,051	130,329	-	-	11,399	246,372	346,618
Less: Commission on re-insurance ceded	1,201,289	52,938	21,569	74,507	1,520,064	90,308	1,610,372	19,750	33,590	382,790	11,064	397,980	4,908,333	67,276	(25,906)	492,213	7,897,462	9,173,258
Net Commission	(285,721)	332,100	(6,207)	325,893	5,535,271	180,240	5,715,511	77,300	(7,820)	(63,905)	12,550	86,924	(2,197,372)	(24,142)	24,113	(23,396)	3,599,763	3,639,935

(₹ '000)

Break-up of the expenses (Gross) incurred to procure business as per details below:

	FY 2020-21	FY 2019-20
Agents	2,028,576	1,771,656
Brokers	7,820,574	7,217,466
Corporate agency	2,066,523	2,680,192
Motor Insurance Service Providers	540,560	503,504
Point of Sale	353,717	268,682
Insurance Marketing Firm	2,249	1,040
Web Aggregator	3,896	16,370
Micro Insurance Commission	-	615
Common Service Center	17,638	7,050
Referral	-	-
Total	12,833,733	12,466,575